

# Medium to Large Deals in Pipeline- Expansion: Average Wage Economic Development

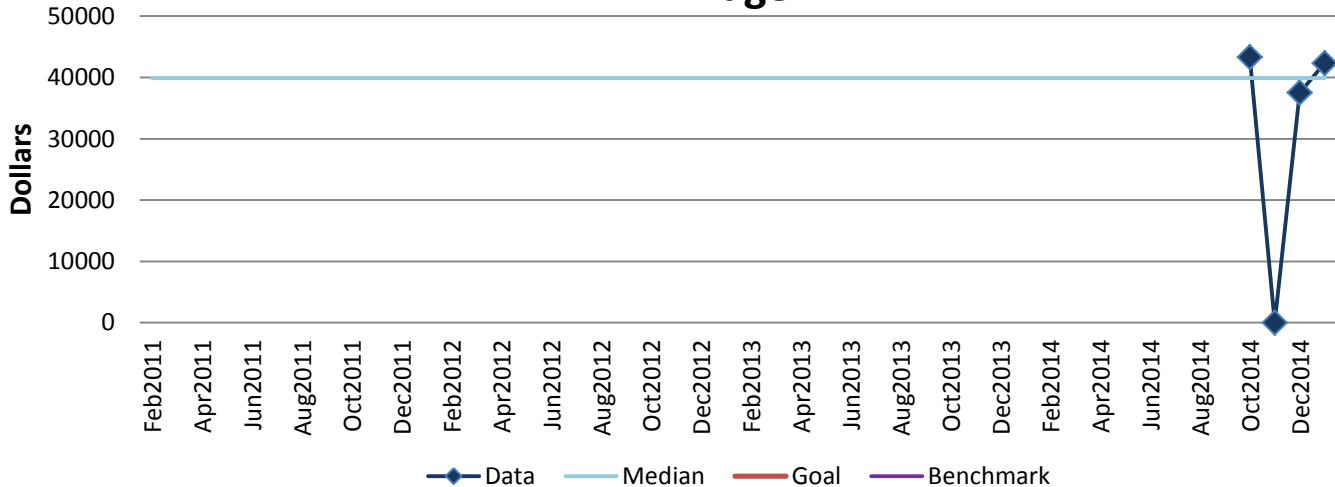


KPI Owner: Rebecca Fleischaker

Process: Business Expansion

Baseline, Goal, & Benchmark		Source Summary	Continuous Improvement Summary		
Baseline: TBD Goal: TBD    Benchmark: TBD		Data Source: Salesforce   Goal Source: TBD   Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem  Measurement Method: Average wage of company reported data   Why Measure: Relevant to economic impact  Next Improvement Step: Continue to collect data to determine a baseline; determine a target		
How Are We Doing?					
Feb2014-Jan2015 12 Month Goal	Feb2014-Jan2015 12 Month Actual		Jan2015 Goal	Jan2015 Actual	
TBD	\$123,153		TBD	\$42,333	
Dollars	Dollars		Dollars	Dollars	

## Medium to Large Deals in Pipeline- Expansion: Average Wage



The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.